**Fig. 2**

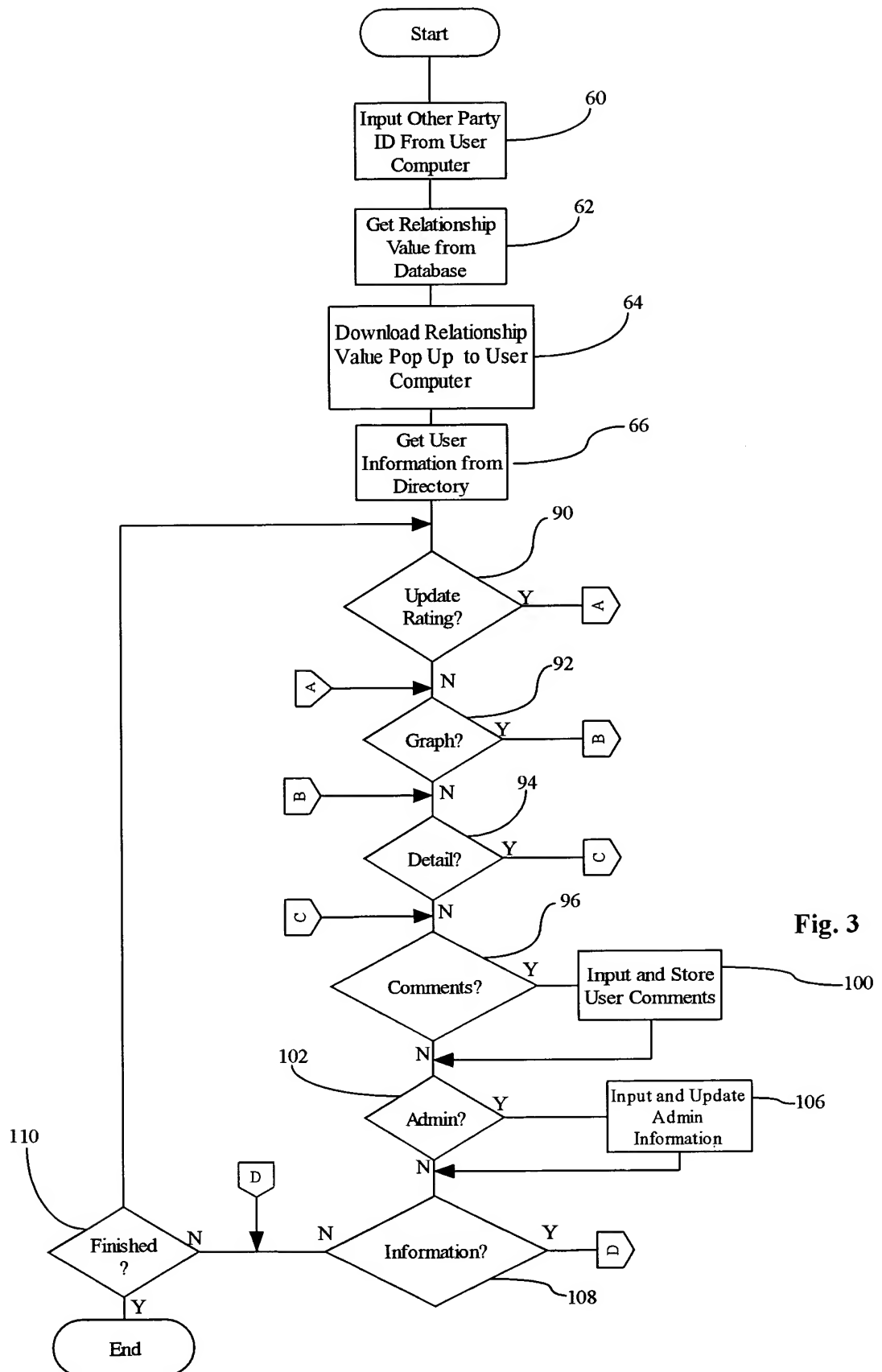


Fig. 3

Rate Value of This Relationship

80-1 \* 70

80-2 \* \* 72

80-3 \* \* \* 72

80-4 \* \* \* \* 84

80-5 \* \* \* \* \*

82 \* \* \* \* \*

Rate Finished

Your Rating \*\*\* Average Rating \*\*\*\* 74

Graph | Comments | Details 76  
Admin | Info

**Fig. 4**

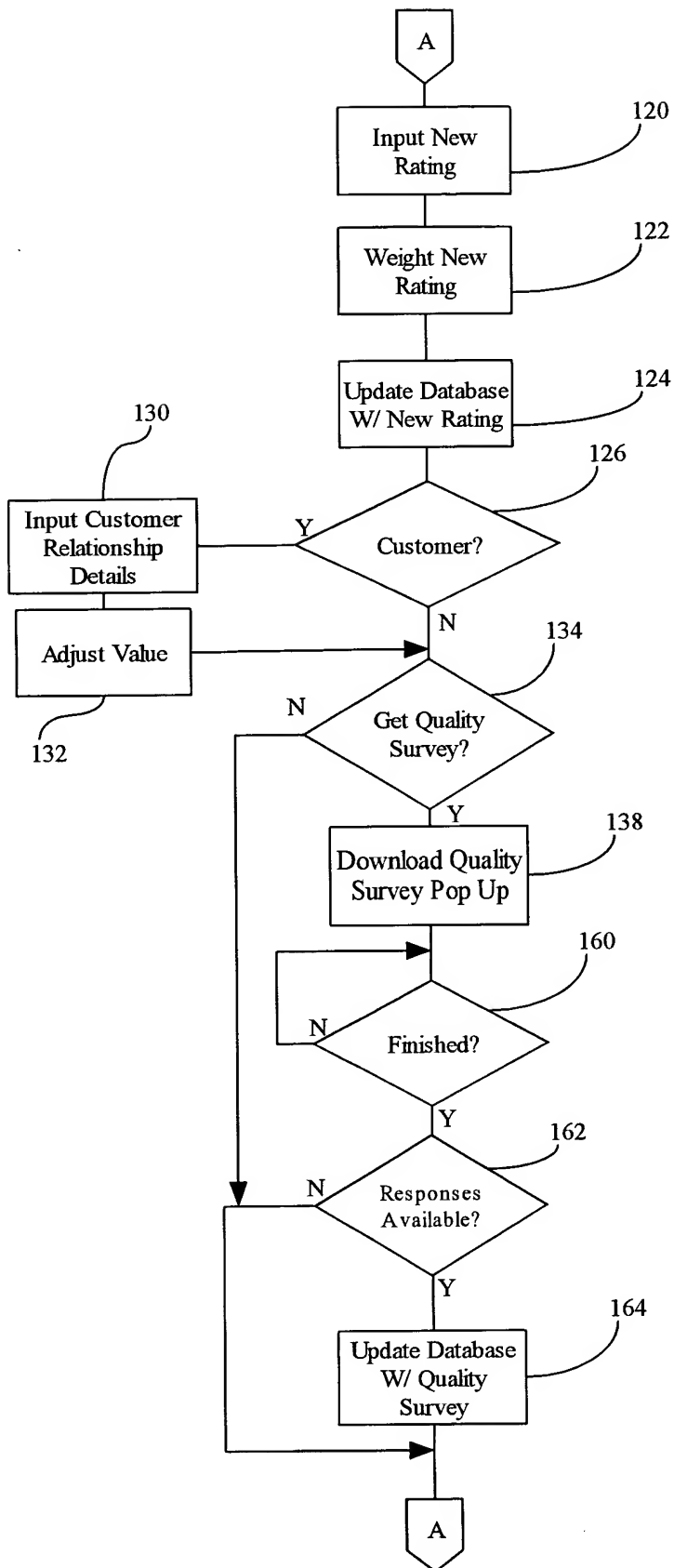
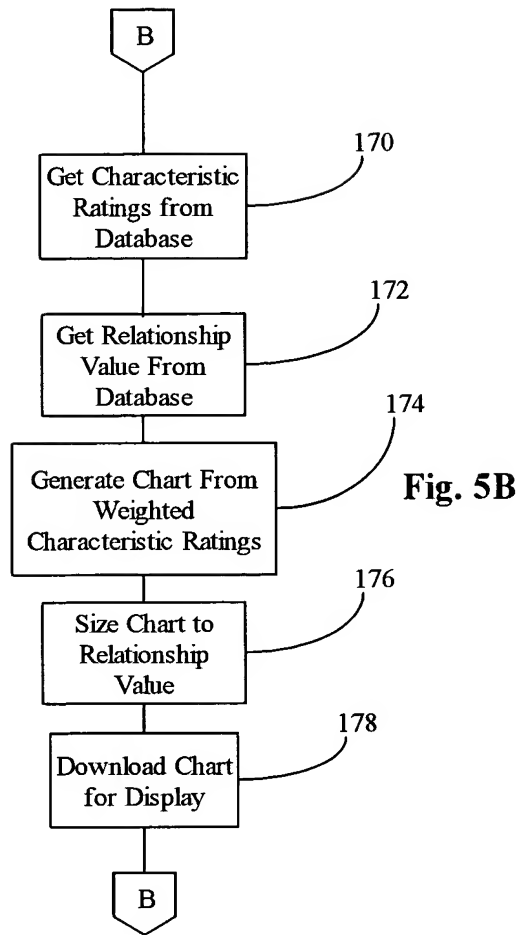


Fig. 5A



F-627

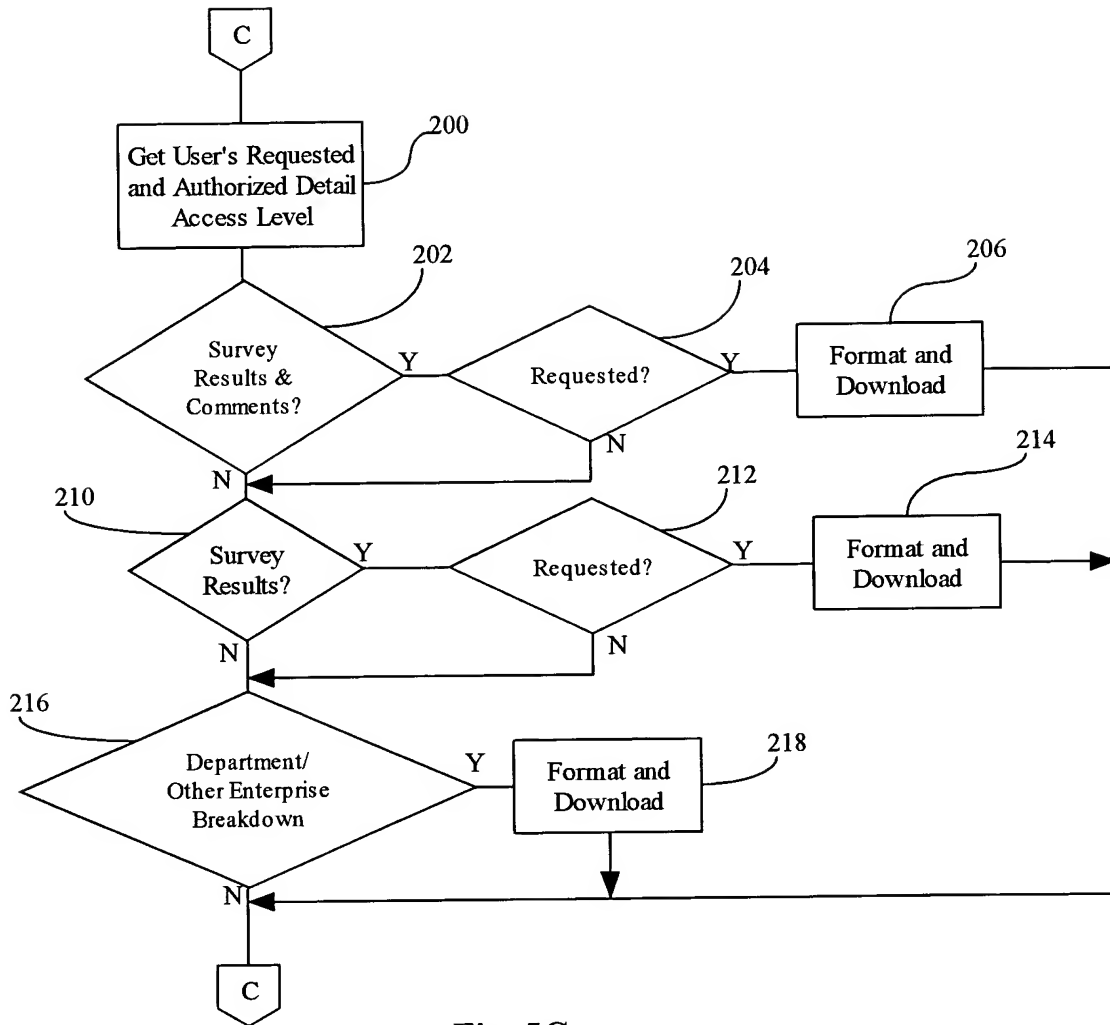
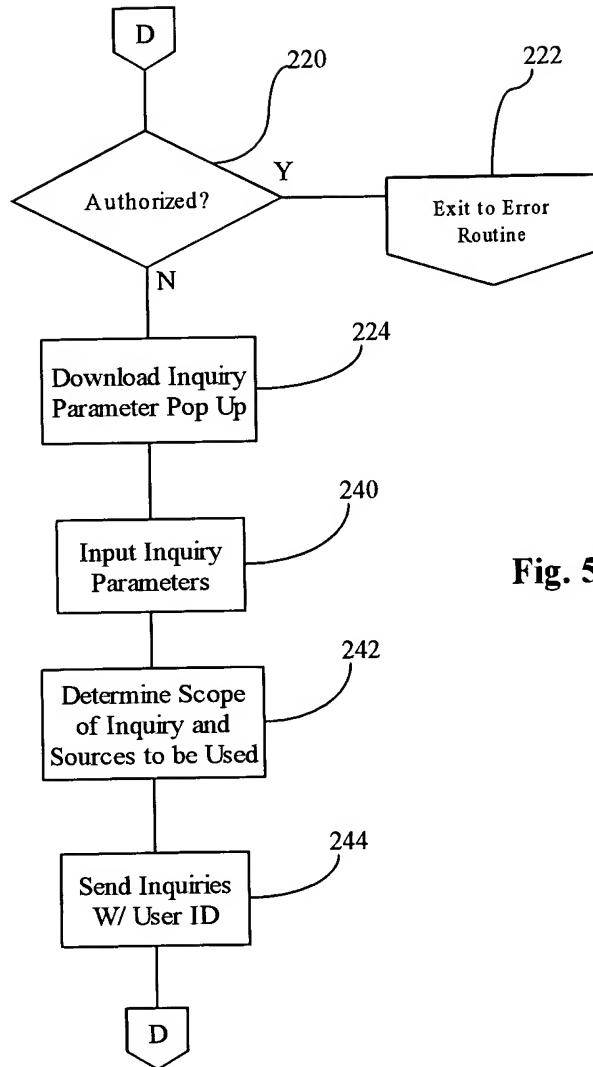
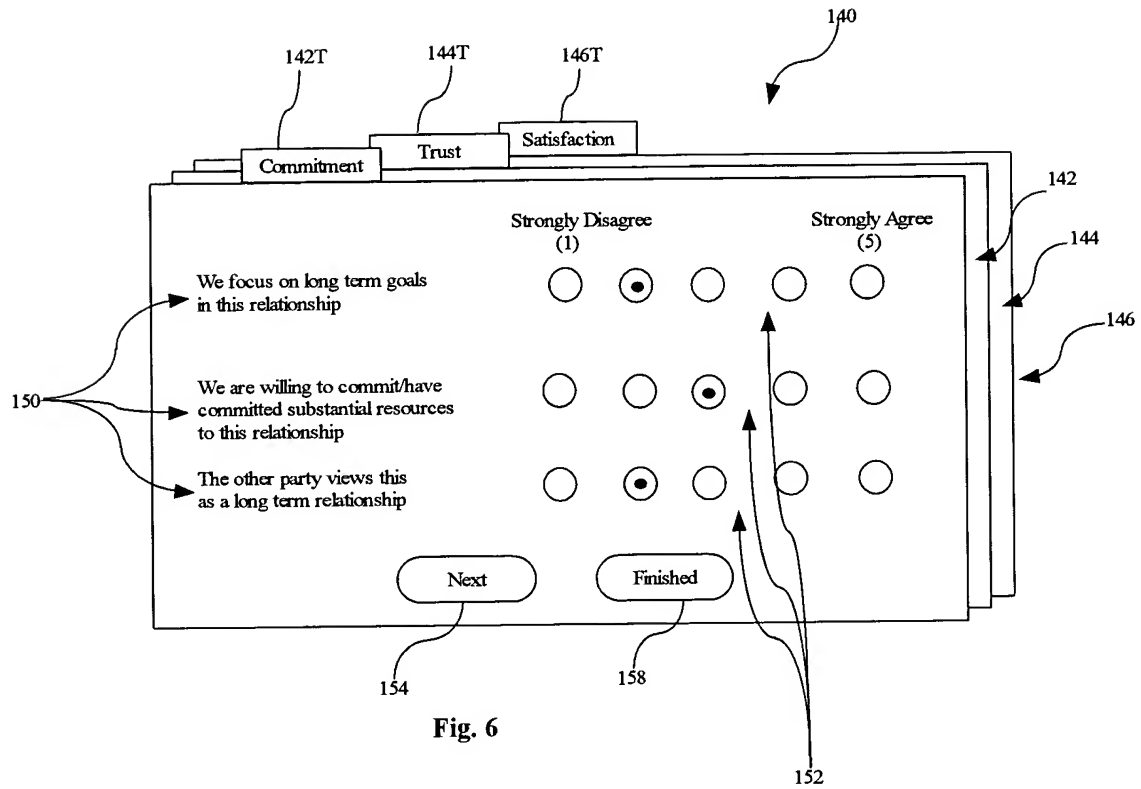


Fig. 5C







F-627

10/12

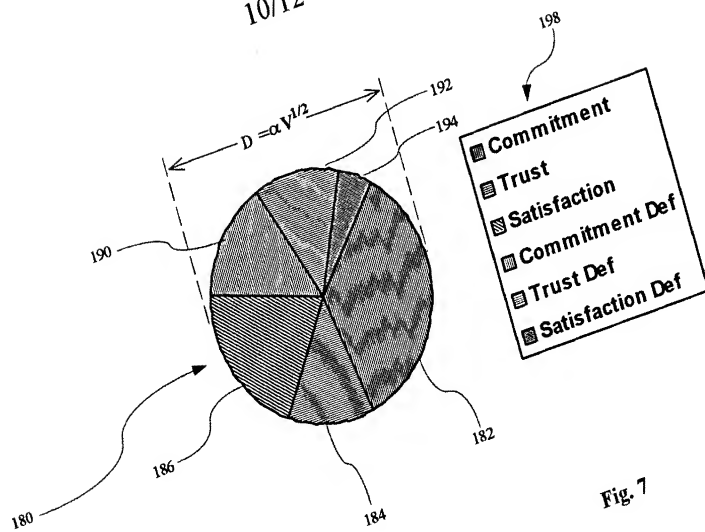


Fig. 7

Inquiry  
Parameters

This inquiry relates to a possible ☐ or existing ☒ :

Sale ☐ Purchase ☐ Service Agreement ☒ Strategic Partnership ☐

Claim against us ☐ Claim by us ☐ Competitor ☐ Other ☐

The approximate amount at stake is:

< \$10,000 ☐ \$10,000 - \$1,000,000 ☐ > \$1,000,000 ☒

**Fig. 8**

The diagram shows a form titled 'Inquiry Parameters' with four callout labels: 230 points to the 'or existing' radio button, 232 points to the 'Service Agreement' radio button, 234 points to the '< \$10,000' radio button, and 236 points to the '\$10,000 - \$1,000,000' radio button.

250

Value

Strongly Disagree (1)

Strongly Agree (5)

252

Rate the difficulty/cost from 1 (low) to 5 (high) of replacing this relationship

This relationship provides critical support to achieving my department's objectives

This relationship provides critical support to achieving company objectives

254

Finished

256

Fig. 9

	Strongly Disagree (1)				Strongly Agree (5)
Rate the difficulty/cost from 1 (low) to 5 (high) of replacing this relationship	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
This relationship provides critical support to achieving my department's objectives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
This relationship provides critical support to achieving company objectives	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
<input type="button" value="Finished"/>					